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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		JAN 1989	JAN 1988	JUL-JAN 1988/89	JUL-JAN 1987/88
AL	Alabama	7,043	4,301	38,264	34,494
AK	Alaska	61	120	61	251
AZ	Arizona	271	159	1,512	1,865
AR	Arkansas	2,605	4,011	21,568	26,817
CA	California	4,310	5,154	43,006	41,207
CO	Colorado	1,066	524	3,714	2,392
CT	Connecticut	4,487	549	5,736	1,483
DE	Delaware	2,529	1,662	10,063	7,798
FL	Florida	26,811	9,882	69,503	71,778
GA	Georgia	21,197	6,792	70,881	50,968
HI	Hawaii	5,406	1,670	8,468	9,051
ID	Idaho	1,685	2,374	11,070	10,172
IL	Illinois	56,249	89,905	372,587	449,087
IN	Indiana	28,097	42,161	192,590	222,906
IA	Iowa	68,710	48,519	345,372	314,883
KS	Kansas	3,983	3,316	29,541	27,131
KY	Kentucky	5,445	25,216	61,283	54,536
LA	Louisiana	18,486	4,532	87,827	68,635
ME	Maine	203	0	3,916	3,374
MD	Maryland	3,384	5,606	19,388	17,541
MA	Massachusetts	242	947	1,776	2,169
MI	Michigan	20,252	22,729	98,182	95,832
MN	Minnesota	41,412	31,574	208,200	207,201
MS	Mississippi	120	1,006	8,841	19,565
MO	Missouri	30,809	19,054	158,301	144,561
MT	Montana	1,478	807	5,279	5,762
NE	Nebraska	3,983	2,640	15,883	15,598
NV	Nevada	0	0	61	0
NH	New Hampshire	181	0	251	389
NJ	New Jersey	317	305	2,677	2,155
NM	New Mexico	324	302	12,759	4,470
NY	New York	2,401	4,639	19,818	16,780
NC	North Carolina	14,717	9,457	48,010	31,372
ND	North Dakota	4,132	3,367	10,351	13,188
OH	Ohio	44,625	137,923	265,670	320,192
OK	Oklahoma	1,781	590	12,185	12,324
OR	Oregon	1,305	1,054	11,122	14,687
PA	Pennsylvania	2,293	8,445	22,708	26,753
RI	Rhode Island	119	60	1,460	321
SC	South Carolina	11,866	4,847	47,272	24,782
SD	South Dakota	1,827	1,600	7,488	6,518
TN	Tennessee	12,220	8,630	57,512	55,023
TX	Texas	9,728	13,168	52,487	82,589
UT	Utah	3,675	1,182	7,309	4,474
VT	Vermont	159	24	473	975
VA	Virginia	9,197	3,767	35,630	29,969
WA	Washington	7,002	3,287	20,611	17,609
WV	West Virginia	0	0	422	364
WI	Wisconsin	36,219	26,434	160,671	139,707
WY	Wyoming	115	90	832	869
	TOTAL U.S.:	524,527	564,381	2,690,591	2,712,567
CANADA					
AB	Alberta	925	1,911	10,012	11,235
BC	Brit. Columbia	379	584	4,134	1,848
MB	Manitoba	1,498	6,468	11,038	15,591
NB	New Brunswick	582	531	5,594	7,240
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	210	248	1,875	2,004
ON	Ontario	6,443	39,855	64,689	141,333
PE	Pr.Edward Isle	133	378	5,383	5,116
PQ	Quebec	699	50,118	36,948	93,791
SK	Saskatchewan	742	719	4,975	14,040
	TOTAL CAN:	11,611	100,812	144,648	292,198
EXPORT SALES:		181,297	346,572	2,334,843	2,246,131
TOTAL AG SALES		717,435	1,011,765	5,170,082	5,250,896
Non-Ag	U.S.	41,162	31,494	256,943	240,086
	Canada	1,631	1,936	16,104	15,648
	Exports	8,238	11,075	76,713	71,326
TOTAL NON-AG SALES		51,031	44,505	349,760	327,060
GRAND TOTAL		768,466	1,056,270	5,519,842	5,577,956

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JANUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,461	3,191	1,851	0	540	7,043
AK Alaska	0	61	0	0	0	61
AZ Arizona	29	32	89	0	121	271
AR Arkansas	91	0	2,233	276	5	2,605
CA California	2,018	810	688	124	670	4,310
CO Colorado	224	23	607	194	18	1,066
CT Connecticut	0	4,393	60	0	34	4,487
DE Delaware	0	0	2,430	99	0	2,529
FL Florida	17,997	2,708	1,261	553	4,292	26,811
GA Georgia	3,642	2,287	8,462	5,510	1,296	21,197
HI Hawaii	0	5,144	0	0	262	5,406
ID Idaho	123	1,130	412	20	0	1,685
IL Illinois	2,285	45,917	1,415	6,522	110	56,249
IN Indiana	1,399	19,548	3,413	3,673	64	28,097
IA Iowa	181	45,912	16,951	5,633	33	68,710
KS Kansas	183	704	2,596	416	84	3,983
KY Kentucky	0	4,658	360	0	427	5,445
LA Louisiana	697	7,440	10,270	75	4	18,486
ME Maine	0	34	169	0	0	203
MD Maryland	0	0	3,133	251	0	3,384
MA Massachusetts	0	0	242	0	0	242
MI Michigan	0	15,050	4,591	519	92	20,252
MN Minnesota	125	17,117	23,127	936	107	41,412
MS Mississippi	0	0	120	0	0	120
MO Missouri	1,614	3,665	22,251	3,217	62	30,809
MT Montana	0	20	1,318	140	0	1,478
NE Nebraska	219	971	1,339	949	505	3,983
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	181	0	0	181
NJ New Jersey	0	91	206	15	5	317
NM New Mexico	0	0	217	0	107	324
NY New York	120	654	1,185	268	174	2,401
NC North Carolina	3,755	853	8,342	854	913	14,717
ND North Dakota	0	1,031	3,082	19	0	4,132
OH Ohio	8,803	25,771	7,670	1,907	474	44,625
OK Oklahoma	151	151	1,434	40	5	1,781
OR Oregon	0	283	957	59	6	1,305
PA Pennsylvania	500	0	1,175	469	149	2,293
RI Rhode Island	0	0	119	0	0	119
SC South Carolina	547	850	9,654	189	626	11,866
SD South Dakota	0	644	1,124	59	0	1,827
TN Tennessee	299	6,206	5,684	0	31	12,220
TX Texas	1,187	803	5,618	1,142	978	9,728
UT Utah	3,283	35	353	0	4	3,675
VT Vermont	0	0	159	0	0	159
VA Virginia	2,153	122	6,645	34	243	9,197
WA Washington	2,201	339	4,015	307	140	7,002
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	1,655	22,155	12,077	248	84	36,219
WY Wyoming	0	0	109	0	6	115
TOTAL U.S.:	56,942	240,803	179,394	34,717	12,671	524,527
CANADA						
AB Alberta	0	0	834	91	0	925
BC Brit. Columbia	0	0	330	0	49	379
MB Manitoba	0	70	1,312	116	0	1,498
NB New Brunswick	0	201	381	0	0	582
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	192	0	18	210
ON Ontario	13	876	4,817	75	662	6,443
PE Pr.Edward Isle	0	0	133	0	0	133
PQ Quebec	18	0	542	0	139	699
SK Saskatchewan	7	7	728	0	0	742
TOTAL CAN:	38	1,154	9,269	282	868	11,611
*EXPORT SALES:	118,069	5,360	28,360	10,525	18,983	181,297
TOTAL AG SALES	175,049	247,317	217,023	45,524	32,522	717,435
NON-AG U.S.	28,769	-	-	11,866	527	41,162
Canada	1,304	-	-	304	23	1,631
*Exports	545	-	-	7,693	0	8,238
TOTAL NON-AG SALES	30,618	-	-	19,863	550	51,031
GRAND TOTAL	**205,667**	**247,317**	**217,023**	**65,387**	**33,072**	**768,466**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JANUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	11,721	0	0	11,721
Chile	661	0	0	0	3,807	4,468
China	53,408	0	0	0	13,947	67,355
Columbia	3,849	0	0	0	0	3,849
Costa Rica	1,256	0	1,570	0	1,036	3,862
Denmark	10,872	0	0	0	0	10,872
Dom. Republic	0	0	3,703	0	97	3,800
India	386	0	0	0	0	386
Japan	9,094	5,360	7,103	9,805	39	31,401
Korea	10,027	0	0	0	0	10,027
Malaysia	93	0	0	0	0	93
Mexico	230	0	0	0	57	287
New Zealand	3,365	0	0	720	0	4,085
South Africa	4,441	0	0	0	0	4,441
Sri Lanka	9,825	0	0	0	0	9,825
Switzerland	10,562	0	0	0	0	10,562
Venezuela	0	0	4,263	0	0	4,263
TOTAL AG:	118,069	5,360	28,360	10,525	18,983	181,297
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	125	-	-	2,079	0	2,204
Korea	0	-	-	5,614	0	5,614
Mexico	388	-	-	0	0	388
United Kingdom	12	-	-	0	0	12
TOTAL NON-AG:	545	-	-	7,693	0	8,238
TOTAL EXPORTS	**118,614**	**5,360**	**28,360**	**18,218**	**18,983**	**189,535**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	782	2,864	1,851	0	5,497
AK Alaska	0	61	0	0	61
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	248	124	372
CO Colorado	0	0	0	0	0
CT Connecticut	0	4,393	60	0	4,453
DE Delaware	0	0	2,430	99	2,529
FL Florida	9,802	2,708	912	553	13,975
GA Georgia	2,353	2,287	8,462	5,510	18,612
HI Hawaii	0	4,961	0	0	4,961
ID Idaho	0	175	375	20	570
IL Illinois	534	44,823	1,356	6,522	53,235
IN Indiana	434	19,548	3,413	2,707	26,102
IA Iowa	59	43,238	12,479	5,602	61,378
KS Kansas	0	0	0	144	144
KY Kentucky	0	4,417	305	0	4,722
LA Louisiana	0	7,221	8,219	0	15,440
ME Maine	0	0	169	0	169
MD Maryland	0	0	3,133	251	3,384
MA Massachusetts	0	0	242	0	242
MI Michigan	0	15,050	4,591	519	20,160
MN Minnesota	125	17,117	23,095	921	41,258
MS Mississippi	0	0	0	0	0
MO Missouri	0	1,566	12,994	2,400	16,960
MT Montana	0	20	1,318	140	1,478
NE Nebraska	0	923	361	645	1,929
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	181	0	181
NJ New Jersey	0	91	206	15	312
NM New Mexico	0	0	0	0	0
NY New York	120	654	1,185	268	2,227
NC North Carolina	3,678	853	8,342	854	13,727
ND North Dakota	0	1,031	3,082	19	4,132
OH Ohio	8,803	24,864	7,670	1,907	43,244
OK Oklahoma	0	0	31	0	31
OR Oregon	0	261	853	59	1,173
PA Pennsylvania	486	0	1,175	469	2,130
RI Rhode Island	0	0	119	0	119
SC South Carolina	547	850	9,654	189	11,240
SD South Dakota	0	644	1,124	59	1,827
TN Tennessee	0	6,206	5,684	0	11,890
TX Texas	0	0	305	377	682
UT Utah	0	0	0	0	0
VT Vermont	0	0	159	0	159
VA Virginia	1,902	122	6,645	34	8,703
WA Washington	2,201	339	3,608	307	6,455
WV West Virginia	0	0	0	0	0
WI Wisconsin	1,655	22,155	12,047	248	36,105
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	33,481	229,442	148,083	30,962	441,968
CANADA					
AB Alberta	0	0	834	91	925
BC Brit. Columbia	0	0	330	0	330
MB Manitoba	0	70	1,312	116	1,498
NB New Brunswick	0	201	381	0	582
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	192	0	192
ON Ontario	13	876	4,817	75	5,781
PE Pr.Edward Isle	0	0	133	0	133
PQ Quebec	18	0	542	0	560
SK Saskatchewan	7	7	728	0	742
TOTAL CAN:	38	1,154	9,269	282	10,743
*EXPORT SALES:	108,754	5,360	18,824	10,525	143,463
TOTAL AG SALES	142,273	235,956	176,176	41,769	596,174
NON-AG U.S.	18,886	-	-	11,310	30,196
Canada	1,304	-	-	304	1,608
*Exports	137	-	-	7,693	7,830
TOTAL NON-AG SALES	20,327	-	-	19,307	39,634
GRAND TOTAL	**162,600**	**235,956**	**176,176**	**61,076**	**635,808**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JANUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	11,721	0	11,721
China	50,089	0	0	0	50,089
Denmark	10,872	0	0	0	10,872
India	386	0	0	0	386
Japan	9,094	5,360	7,103	9,805	31,362
Korea	10,027	0	0	0	10,027
Malaysia	93	0	0	0	93
New Zealand	3,365	0	0	720	4,085
South Africa	4,441	0	0	0	4,441
Sri Lanka	9,825	0	0	0	9,825
Switzerland	10,562	0	0	0	10,562
TOTAL AG:	108,754	5,360	18,824	10,525	143,463
NON-AGRICULTURAL					
Japan	125	-	-	2,079	2,204
Korea	0	-	-	5,614	5,614
United Kingdom	12	-	-	0	12
TOTAL NON-AG:	137	-	-	7,693	7,830
TOTAL EXPORTS	**108,891**	**5,360**	**18,824**	**18,218**	**151,293**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JANUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	679	327	0	0	540	1,546
AK Alaska	0	0	0	0	0	0
AZ Arizona	29	32	89	0	121	271
AR Arkansas	91	0	2,233	276	5	2,605
CA California	2,018	810	440	0	670	3,938
CO Colorado	224	23	607	194	18	1,066
CT Connecticut	0	0	0	0	34	34
DE Delaware	0	0	0	0	0	0
FL Florida	8,195	0	349	0	4,292	12,836
GA Georgia	1,289	0	0	0	1,296	2,585
HI Hawaii	0	183	0	0	262	445
ID Idaho	123	955	37	0	0	1,115
IL Illinois	1,751	1,094	59	0	110	3,014
IN Indiana	965	0	0	966	64	1,995
IA Iowa	122	2,674	4,472	31	33	7,332
KS Kansas	183	704	2,596	272	84	3,839
KY Kentucky	0	241	55	0	427	723
LA Louisiana	697	219	2,051	75	4	3,046
ME Maine	0	34	0	0	0	34
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	92	92
MN Minnesota	0	0	32	15	107	154
MS Mississippi	0	0	120	0	0	120
MO Missouri	1,614	2,099	9,257	817	62	13,849
MT Montana	0	0	0	0	0	0
NE Nebraska	219	48	978	304	505	2,054
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	5	5
NM New Mexico	0	0	217	0	107	324
NY New York	0	0	0	0	174	174
NC North Carolina	77	0	0	0	913	990
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	907	0	0	474	1,381
OK Oklahoma	151	151	1,403	40	5	1,750
OR Oregon	0	22	104	0	6	132
PA Pennsylvania	14	0	0	0	149	163
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	626	626
SD South Dakota	0	0	0	0	0	0
TN Tennessee	299	0	0	0	31	330
TX Texas	1,187	803	5,313	765	978	9,046
UT Utah	3,283	35	353	0	4	3,675
VT Vermont	0	0	0	0	0	0
VA Virginia	251	0	0	0	243	494
WA Washington	0	0	407	0	140	547
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	30	0	84	114
WY Wyoming	0	0	109	0	6	115
TOTAL U.S.:	23,461	11,361	31,311	3,755	12,671	82,559
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	49	49
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	18	18
ON Ontario	0	0	0	0	662	662
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	139	139
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	868	868
*EXPORT SALES:	9,315	0	9,536	0	18,983	37,834
TOTAL AG SALES	32,776	11,361	40,847	3,755	32,522	121,261
NON-AG U.S.	9,883	-	-	556	527	10,966
Canada	0	-	-	0	23	23
*Exports	408	-	-	0	0	408
TOTAL NON-AG SALES	10,291	-	-	556	550	11,397
GRAND TOTAL	**43,067**	**11,361**	**40,847**	**4,311**	**33,072**	**132,658**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JANUARY 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Chile	661	0	0	0	3,807	4,468
China	3,319	0	0	0	13,947	17,266
Columbia	3,849	0	0	0	0	3,849
Costa Rica	1,256	0	1,570	0	1,036	3,862
Dom. Republic	0	0	3,703	0	97	3,800
Japan	0	0	0	0	39	39
Mexico	230	0	0	0	57	287
Venezuela	0	0	4,263	0	0	4,263
TOTAL AG:	9,315	0	9,536	0	18,983	37,834
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Mexico	388	-	-	0	0	388
TOTAL NON-AG:	408	-	-	0	0	408
TOTAL EXPORTS	**9,723**	**0**	**9,536**	**0**	**18,983**	**38,242**